

Message Text

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41

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 PA-02 SP-02 CIAE-00 INR-07

NSAE-00 PRS-01 DODE-00 /026 W

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P 111226Z OCT 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC PRIORITY 1573

UNCLAS LAGOS 10053

E.O. 11652 : NA

TAGS : BEXP, NI

SUBJ : PRODUCT OPPORTUNITY-TRUCK SALE TO NIGERIAN ARMY

REF : LAGOS 9806, 9414; STATE 235782

1. AS ARMY GROUP DEPARTED LAGOS OCT. 10 FOR LONDON STOP-OVER
EMBASSY UNABLE TO DISCUSS G.M. OFFER WITH MEMBERS.

2. FROM STATEMENTS MADE BY MEMBERS DURING PREPARATION FOR TRIP
IT APPEARS UNLIKELY THAT GROUP WILL WISH FIT YET ANOTHER FACTORY
VISIT INTO VERY TIGHT SCHEDULE. THEY ALSO OPPOSED TO EXTENDING
VISIT PAST OCT. 23. QUARTERMASTER GENERAL BAJOWA, LEADER OF
TEAM, HAD COMMENTED, HOWEVER, THAT SECOND TRANCHE BUYING
TRIP LIKELY IN FUTURE AT WHICH TIME VISITS TO LATECOMERS SUCH
AS G.M. POSSIBLE. ON CURRENT TRIP THERE IS LIMIT TO WHAT MEMBERS
CAN ABSORB IN WAY OF COMPANY PRESENTATIONS.

3. LAST PLANT VISIT WILL BE AT GENESCO COMBAT BOOTS FACTORY IN
HUNTSVILLE, ALABAMA. GENESCO OFFICIALS WILL MEET TEAM IN
NASHVILLE, TENNESSEE, THEN FLY VIA SOUTHERN AIRWAYS TO HUNTSVILLE
FROM WHERE GROUP WILL RETURN TO WASHINGTON VIA UNITED AIRLINES
LATE ON OCT. 22.

4. G.M. MIGHT CONFER BY PHONE WITH COLONEL BAJOWA DURING
WHITE VISIT IN CLEVELAND, OCT. 15. BUT SIPS SHOULD ADVISE
COMPANY THAT ITS CHANCES TO HOST GROUP ON THIS TRIP ARE SMALL
AND THAT STRONGLY ASSERTIVE REQUEST FOR VISIT MIGHT NOT BE
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WELCOME.

EASUM

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